



## *Baltimore District Office Bulletin: News You Can Use!*

### Your Small Business Resource

#### Summer 2005 Edition

SBA Baltimore District Office  
10 S. Howard St., Ste. 6220  
Baltimore, MD 21201  
(410) 962-6195  
[www.sba.gov/md](http://www.sba.gov/md)

#### **SCORE, Counselors to America's Small Business**

Baltimore (410) 962-2233  
Chestertown (410) 348-5392  
Cumberland (301) 722-2773  
Easton (410) 822-4606  
Frederick (301) 662-8723  
Hagerstown (301) 739-2015  
Kent Co. (410) 810-2968  
Salisbury (410) 749-0144  
Southern MD (410) 266-9553  
[www.score.org](http://www.score.org)

#### **MD Small Business Development Centers (SBDC)**

Lead Center (301) 403-8300  
Central MD (410) 704-5001  
Eastern MD (800) 999-7232  
Northern Region (866) 836-6288  
Southern MD (301) 934-7583  
Western MD (800) 457-7232  
[www.mdsbdc.umd.edu](http://www.mdsbdc.umd.edu)

#### **Small Business Resource Centers**

Baltimore (443) 451-7160  
[www.sbrcbaltimore.com](http://www.sbrcbaltimore.com)  
Cumberland (301) 722-2773

**U.S. Export Assistance Center**  
(410) 962-4539

#### **Women Entrepreneurs of Baltimore, Inc. (WEB)**

(410) 727-4921 [www.webinc.org](http://www.webinc.org)

#### **For More Information:**

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S.
- Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- 1-800-U-ASK-SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640
- Your rights to regulatory fairness:  
1-888-REG-FAIR
- SBA Home Page: [www.sba.gov](http://www.sba.gov)  
*All of the SBA's programs and services  
are provided to the public  
on a nondiscriminatory basis.*

### ***Maryland SBDCs Counsel SBA Loan Program Borrowers***

The Maryland Small Business Development Center Network (SBDC) is now a certified technical assistance provider for the U.S. Small Business Administration's *CommunityExpress* Program. The program design increases access to working capital, helps business owners meet daily operating expenses and accelerates their company's growth.

The SBA's loan guaranty programs, including *CommunityExpress*, provide entrepreneurs an avenue to financial assistance when they are unable to receive loans on reasonable terms through commercial lenders. The SBA is a federal government agency that helps maintain and strengthen the nation's economy by aiding, counseling, assisting and protecting the interests of small business and by helping families and businesses recover from national disasters.

*CommunityExpress* loans are an alternative to costly credit card debt, and provide a regular payment schedule. Borrowers can receive loans under the program from commercial lenders for up to \$250,000. Loan guaranties approved for \$25,000 or less do not require collateral and have no prepayment penalty. Start-up businesses are eligible for this loan program. The application process is easy, typically with a two-day turn-around.

The *CommunityExpress* Program is unique in that it requires borrowers to receive business counseling by an approved service provider. This gives the business owner vital guidance and assistance as they grow their business. Additionally, lenders receive the piece of mind of knowing that the borrower is operating with resource tools readily available.

The SBDC recently signed an agreement with Business Loan Express, designating them an approved technical assistance provider for the SBA's *CommunityExpress* Program. This designation makes the program easily accessible for Maryland entrepreneurs, regardless of their place of business. The Maryland SBDC Network consists of six regional centers, ensuring coverage for each county in Maryland.

To apply for a *Community Express* loan guaranteed by the SBA, contact your nearest SBDC. A complete list of SBDC locations is available on-line at [www.mdsbdc.umd.edu](http://www.mdsbdc.umd.edu) or by telephone at (877) 787-7232.



# SBDC

Maryland Small Business Development Center

## ***BDO Top Lender Rankings Year to Date FY2005*** (through 7/31/05)

<b>Rank</b>	<b>Name of Bank</b>	<b>Number of Loans</b>	<b>Total Dollar Amt.</b>
#1	Manufacturers & Traders	221	\$22,653,600
#2	Bank of America	174	\$5,268,300
#3	Capital One, F.S.B.	90	\$4,080,000
#4	Innovative Bank	70	\$ 419,000
#5	PNC Bank, N.A.	30	\$12,947,000
#6	Sandy Spring Bank	22	\$6,760,300
#7	Virginia Asset Financing Corp.	18	\$12,256,000
#7	Mid-Atlantic Business Finance	18	\$9,432,000
#7	SunTrust	18	\$1,485,000
#8	Chesapeake Business Finance Corp.	17	\$10,179,000
#9	Wachovia Bank	14	\$9,287,100
#9	CIT Small Business Finance	14	\$5,037,500
#10	Branch Banking & Trust	13	\$3,455,700



*\*Lenders are ranked by the number of entrepreneurs assisted (loans provided) and not by the total dollar value.*

## ***September Is National Preparedness Month***

“What should I do?” That one question – “What should I do?” – is asked by thousands of small business owners every time we are reminded that our lives and livelihood can instantly be changed by a number of different types of emergencies. Emergencies will happen, but taking action now can help us minimize the impact they will have on our lives.

The resources to guide us toward better preparedness and help us answer the “What should I do?” questions are just a click away. Visit <http://www.ready.gov> to start. The Website contains a wealth of information about what you can do to prepare. Also, in the near future there will be a new emergency preparedness Web page and banner on the Homepage of the U.S. Small Business Administration’s (SBA) Web site, [www.sba.gov](http://www.sba.gov).

National Preparedness Month 2005 is a nationwide effort to encourage Americans to take simple steps to prepare for emergencies in their homes, businesses and schools. Throughout September, the U.S. Department of Homeland Security and the SBA will work with a wide variety of organizations to highlight the importance of emergency preparedness for small businesses. National Preparedness Month is the ideal time for small businesses to review your organization’s emergency preparedness procedures. SBA’s valued entrepreneurial development resource partners SCORE [www.SCORE.org](http://www.SCORE.org); Small Business Development Centers [www.sba.gov/sbdc](http://www.sba.gov/sbdc) and Women’s Business Centers [www.sba.gov/wbc](http://www.sba.gov/wbc) offer counseling and training to small businesses on managing risk.”

## ***U.S. Export Assistance Center***



U.S. Export Assistance Centers (USEAC) are one-stop shops ready to provide your small- or medium-sized business with local export assistance. Receive personalized assistance by professionals from the U.S. Small Business Administration, the U.S. Department of Commerce, the U.S. Export-Import Bank and other public and private organizations. It's a partnership that makes it easier to get the help you need to compete and succeed in the global marketplace.

Why not contact your local U.S. Export Assistance Center today?

U.S. Export Assistance Center  
300 W. Pratt St., Ste. 300  
Baltimore, MD 21201  
(410) 962-4539

**The MD Small Business Development Center and  
Business & Professional Women/MD present**

**A Women's Business Roundtable:  
*Get Out Of Your Own Way To Get What You Want  
In Your Professional Life !!!***

Presented by Patricia A. Crew, MA, LCPC, NBCC, Master Career Counselor

**Saturday, September 24, 2005**

8:30 a.m. Registration/Continental Breakfast

9:00-11:30 a.m. Workshop

Join us and learn to:

\*Identify the often invisible barriers that can get in your way \* Take more effective control of your career life \*  
Use your career as a vehicle for self improvement \* Take a proactive approach in your career, instead of responding  
to what happens to you \* Use better self knowledge to advance your career

**Fee:** Cost of \$20 includes continental breakfast and workshop.

**Location:** Plaza Hotel, 1718 Underpass Way, Hagerstown, MD 21742

**Reservations:** Due by September 15, 2005

**Contact:** For information or registration, contact Donna Smith by telephone at 301-797-8761 or e-mail  
[DSmith7119@aol.com](mailto:DSmith7119@aol.com) or complete the form below and mail as directed.

Name : \_\_\_\_\_

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

No. Attending \_\_\_\_\_ @ \$20 each = \$ \_\_\_\_\_

**Mail registration form and check, made payable to BPW/md, to:**

Donna Smith, 11204 Eastwood Drive, Hagerstown, MD 21742

SBA's participation is not an endorsement of the views, opinions, products or services of any cosponsor or other person or entry. All SBA programs or cosponsored programs are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least 2 weeks in advance. Contact Donna Smith at (301) 797-8761.